

Stocks AG and Simtech Export & OEM Sales Manager - Job Specification

Job Role:	Export & OEM Sales Manager
Reporting to:	OPICO Commercial Director
Working Hours:	8.00 am – 5.00 pm Monday to Friday with 1 hour for lunch. Additional hours may be required depending on business requirements.
Location:	Home based with regular visits to the offices at Wisbech, Cambs and Bourne, Lincs. UK and International travel as required.

OPICO are looking for an enthusiastic sales professional to grow Simtech and Stocks AG sales to OEM customers and export markets. Simtech Direct Drills and Stocks Ag Wheels and Applicators have a strong market presence in the UK, however, whilst the products are known worldwide, both brands lack the distribution they deserve.

If you are self-motivated, passionate about agriculture, keen to travel and have experience in selling agricultural machinery or in a similar industry then this is the role for you. This is a senior level role, reporting to the Commercial Director and working with the established UK team to grow both brands overseas.

Key Responsibilities:

- Market research and evaluation of export potential for the product ranges
- Develop an export marketing strategy that is aligned with business objectives
- Develop and execute a sales strategy for the different products in each export market
- Recruit distributors, dealers and agents as appropriate to represent Stocks or Simtech
- Manage sales support for established, new and developing distributors
- Manage the export sales budget effectively and ensure accurate sales forecasting
- Manage and support existing and new OEM customers in the UK and overseas

Key Skills:

- Proven sales skills in a relevant equipment sales environment
- A knowledge of current and future trends in agricultural practice
- An understanding of the use and application of agricultural machinery
- Good all-round standard of IT literacy, including use of CRM and other business support resources
- A degree or qualification in agricultural engineering or agricultural business management would be preferred but not essential
- Good all-round communication skills, foreign language skills preferred but not essential

What we offer

- Competitive remuneration package
- Life assurance
- Employees assistance program with a 24hr helpline for health and wellbeing, including access to free face-to-face counselling
- A dynamic exciting, and progressive working environment